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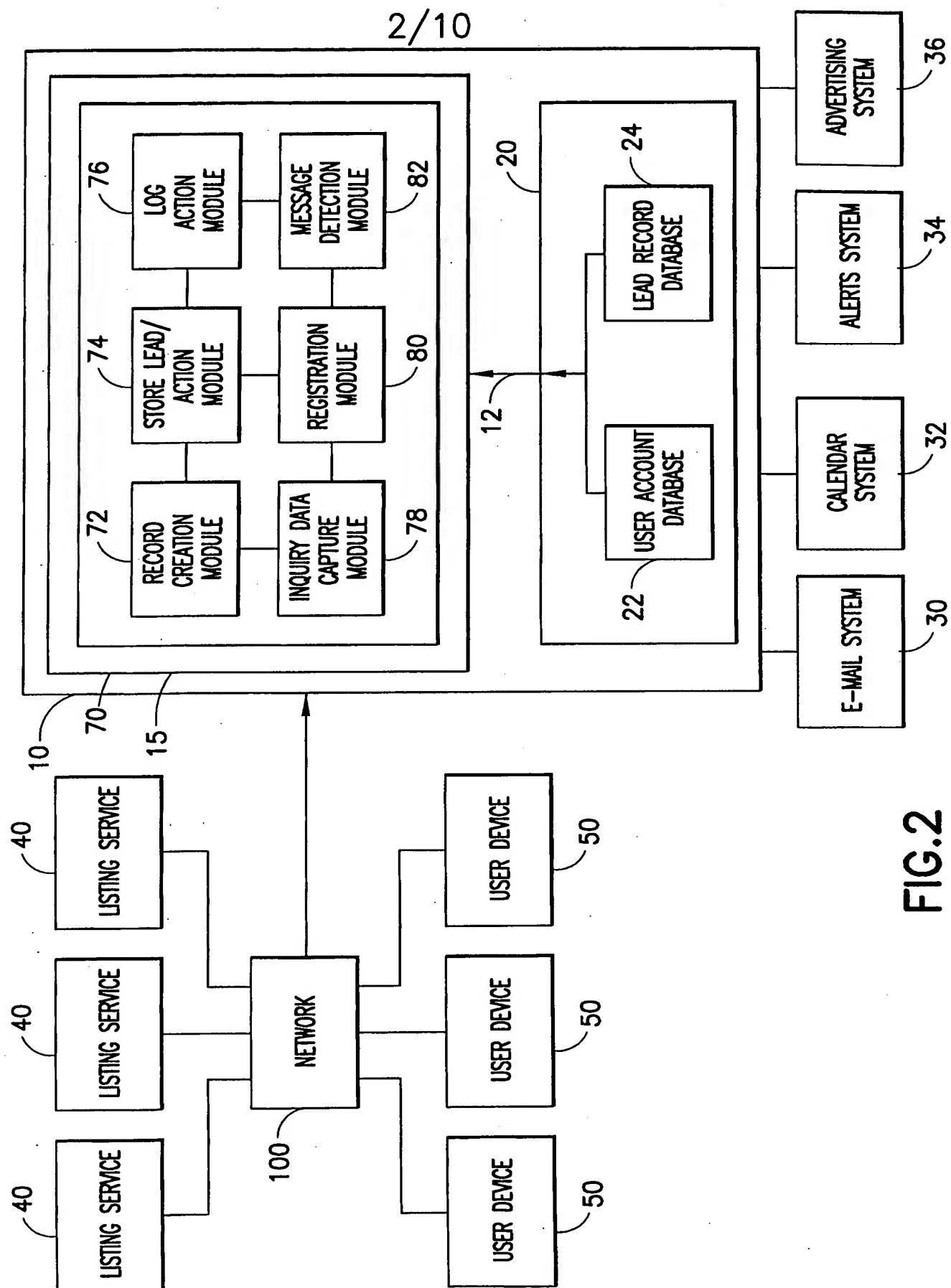


FIG.2

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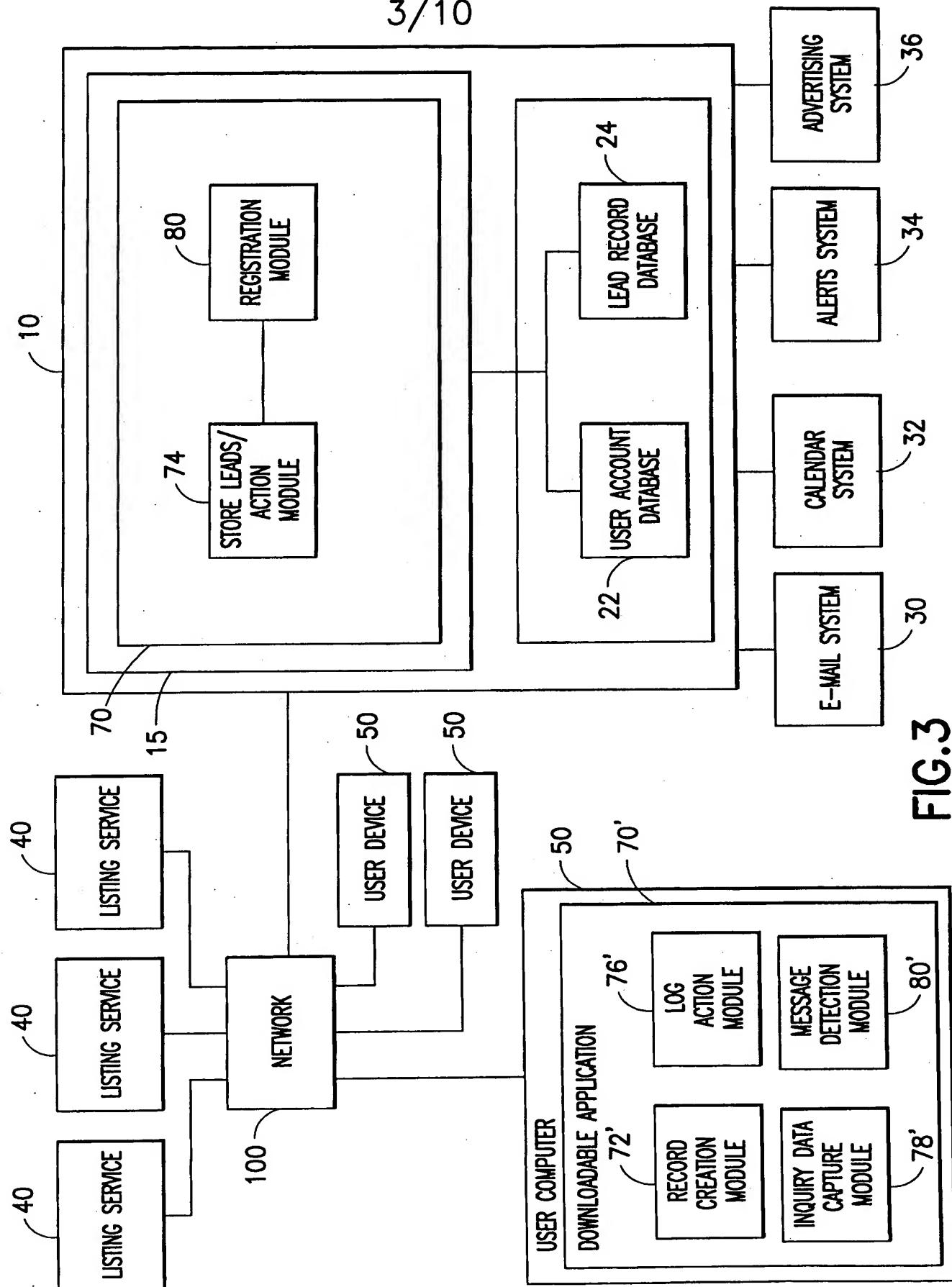


FIG.3

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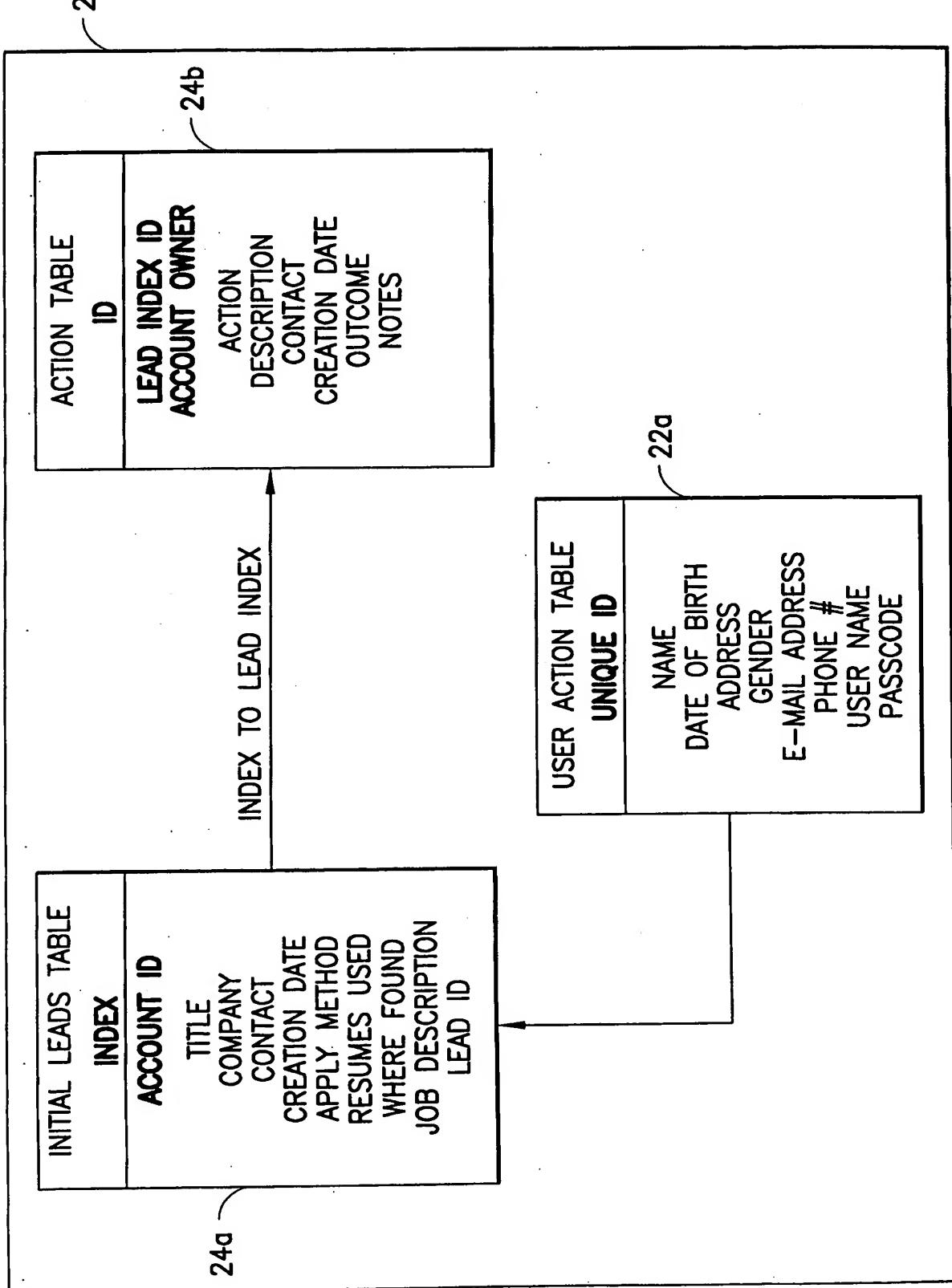


FIG. 4

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200

WEB BROWSER

ADDRESS: <http://tracker.yahoo.com/registration.htm>

TRACKING SYSTEM
REGISTRATION FORM

NAME:	JOHN DOE	210a
DATE OF BIRTH:	7-09-72	210b
ADDRESS:	111 WEST 53rd STREET	210c
CITY:	NEW YORK	210d
STATE:	NY	210e
ZIP CODE:	10123	210f
E-MAIL	JD1234@YAHOO.COM	210g
GENDER:	MALE	210h
USERNAME:	JD12345	210i
PASSCODE:	*****	210j
REPEAT PASSCODE:	*****	210k
CELL #:	917-111-XXXX	210l

FIG.5

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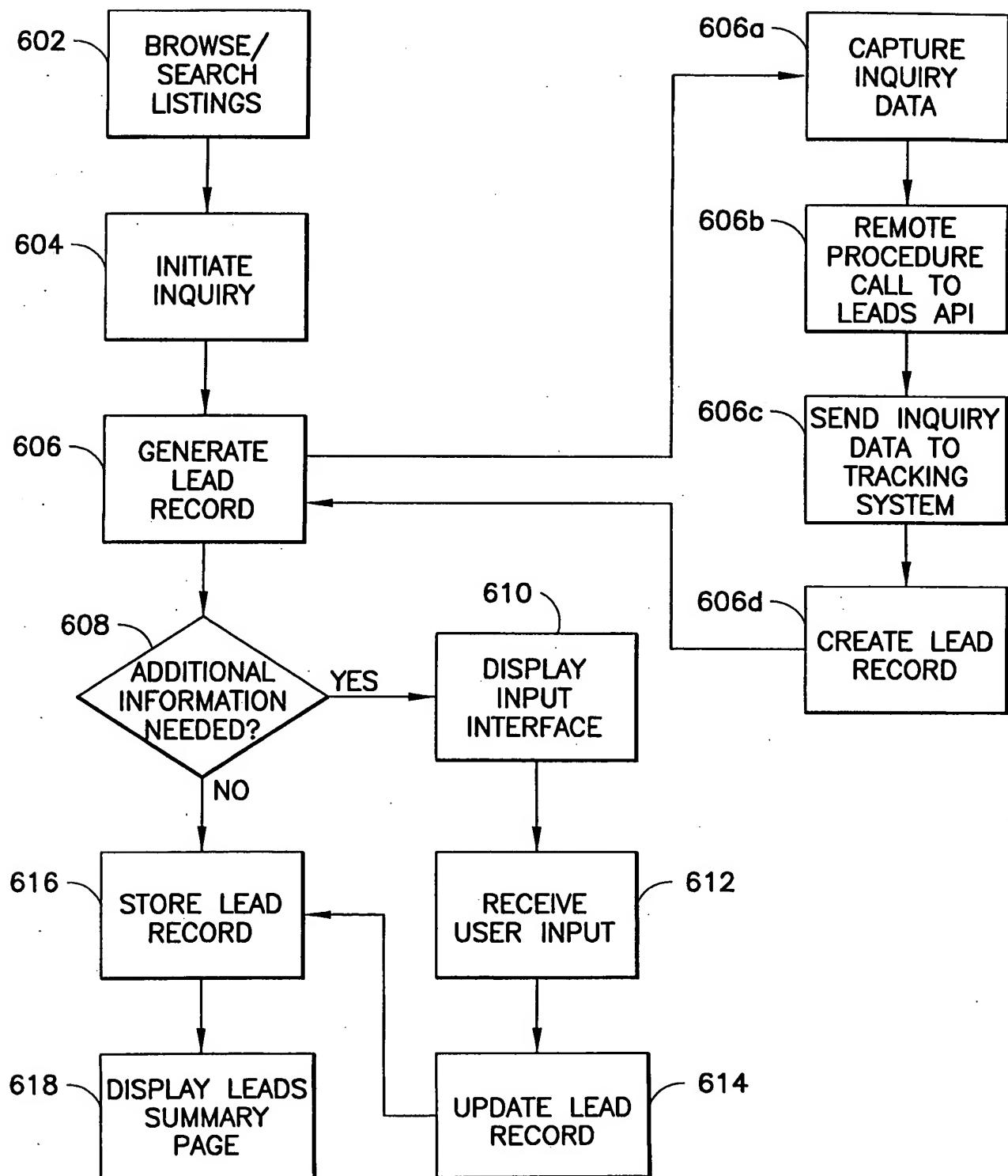


FIG.6

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<input type="checkbox"/> WEB BROWSER	<input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/>			
ADDRESS:	http://hotjobs.yahoo.com/listings.htm			
JOB LISTINGS				
JOB TITLE	COMPANY	LOCATION	SALARY	DATE
SALES ASSISTANT	ABC INC.	NY, NY	65,000	3/16/03
SALES COORDINATOR	ABC INC.	NY, NY	82,000	3/16/03
DIRECTOR OF SALES	ABC INC.	NY, NY	115,000	3/16/03
ADVERTISING MANAGER	XYZ CORP.	NY, NY	90,000	3/16/03

500

510

FIG.7

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<input type="checkbox"/> WEB BROWSER	<input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/>
ADDRESS:	http://hotjobs.yahoo.com/?123ABC
<input type="checkbox"/> APPLY TO JOB	<input type="checkbox"/> CHOOSE RESUME
<input type="checkbox"/> SALES COORDINATOR ABC INC. NY, NY	<input type="checkbox"/> UPLOAD COVER LETTER
<input type="checkbox"/> JOB DESCRIPTION	<input type="checkbox"/> SUBMIT APPLICATION
<input type="checkbox"/> SALES COORDINATOR JOB ID=123ABC TYPE=EMPLOYEE FULL TIME DATE=09/16/03	<input type="checkbox"/> NOTES: SALES COORDINATOR NEEDED FOR ONSITE SALES IN NYC. COMMISSION BASED COMPENSATION. 1-3 YEARS EXPERIENCE.

600

610

620

FIG.8

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<input type="checkbox"/> WEB BROWSER	ADDRESS: http://tracker.yahoo.com/johndoe.htm																																								
<input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> X																																									
900	<p>TO DO:</p> <ul style="list-style-type: none"> • ACCEPT OFFER XYZ CORP. BY 4-01-03 • FOLLOW-UP W/ABC INC. • CALENDAR <u>3-20-03</u> • CALL M. SMITH TO FOLLOW-UP 																																								
940																																									
950																																									
960	<p>LEAD MATRIX 912</p> <table border="1"> <thead> <tr> <th>SEE HISTORY</th> <th>LOG ACTION</th> <th>JOB TITLE</th> <th>COMPANY NAME</th> <th>CONTACT</th> <th>APPL. DATE</th> <th>LAST ACTIVITY</th> <th>ACTIVITY DATE</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td>SALES ASST.</td> <td>ABC INC.</td> <td>MARY SMITH</td> <td>1-01-03</td> <td>INTERVIEW</td> <td>3-01-03</td> </tr> <tr> <td></td> <td></td> <td>SALES ASST.</td> <td>XYZ CORP.</td> <td>PAUL</td> <td>2-01-03</td> <td>OFFER</td> <td>2-23-03</td> </tr> <tr> <td></td> <td></td> <td>SALES ASST.</td> <td>123 CO.</td> <td>UZ</td> <td>2-05-03</td> <td>E-MAIL RCV'D</td> <td>3-02-03</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>915</td> <td></td> </tr> </tbody> </table>	SEE HISTORY	LOG ACTION	JOB TITLE	COMPANY NAME	CONTACT	APPL. DATE	LAST ACTIVITY	ACTIVITY DATE			SALES ASST.	ABC INC.	MARY SMITH	1-01-03	INTERVIEW	3-01-03			SALES ASST.	XYZ CORP.	PAUL	2-01-03	OFFER	2-23-03			SALES ASST.	123 CO.	UZ	2-05-03	E-MAIL RCV'D	3-02-03							915	
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						915																																			
970	<p>BANNER AD (TARGETED) 910</p> <table border="1"> <thead> <tr> <th colspan="2">BANNER AD (TARGETED) 920</th> </tr> </thead> <tbody> <tr> <td>920'</td> <td></td> </tr> </tbody> </table>	BANNER AD (TARGETED) 920		920'																																					
BANNER AD (TARGETED) 920																																									
920'																																									
980	<p>LATEST NEWS</p> <ul style="list-style-type: none"> • STORY 1 • STORY 2 																																								

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10/10

HotJobs Job Leads

ACTIVE LEADS/ALL LEADS

INITIAL LEAD

JOB TITLE	MANAGER	<u>LINK AN E-MAIL TO THIS JOB</u>
COMPANY	BOBCO	
APPLY DATE	2003-07-01	<u>CREATE A NEW ACTION</u>
RESUME USED	STANDARD	
APPLICATION METHOD	HotJobs	<u>SCHEDULE AN INTERVIEW</u>
WHERE FOUND	HotJobs	
JOB DESCRIPTION		

ACTION

ACTION	CONTACT
DESCRIPTION	PHONE SCREEN

CONTACT	SCHEDULE INTERVIEW
---------	--------------------

E-MAIL TO
THIS CONTACT

OUTCOME	JANE RECRUITER
---------	----------------

NOTES	SHE ASKED A LOT ABOUT MY TRAVEL EXPERIENCE
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DATE	2003-06-10
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ACTION

ACTION	INTERVIEW
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DESCRIPTION	FIRST INTERVIEW
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CONTACT	SCHEDULE 2nd ROUND INTERVIEW
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E-MAIL TO
THIS CONTACT

OUTCOME	JANE RECRUITER
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NOTES	INTERVIEW WENT WELL. MUST PUT TOGETHER WRITING SAMPLE FOR JANE.
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DATE	2003-06-15
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FIG. 10